

RJ REYNOLDS

TOBACCO COMPANY

COPY

J. CAMPBELL / ROU 1610
PROMOTIONAL COORDINATOR

8899 MAIN STREET
WILLIAMSVILLE, NY 14221
(716) 634-4179
FAX (716) 634-3145

March 20, 1998

RJR Account #447000
Mr. G. Burns
MUTUAL WHOLESALE

SALEM TEAR TAPE PROMOTION #800438: JUNE (#806)

Dear Gene:

SALEM .30¢ Tear Tape product has been ordered in reference to the above promotion. Ship number of cartons per brand style to your participating retail accounts as identified on the attached Customer List. No Displays are required, as retailers will utilize Displays they received with the April Salem Tear Tape distribution. This product is being shipped to you @ \$3.00/carton off-invoice.

RJR will reimburse you \$4.75 per 6M promoted case shipped to retail on a timely basis. This equates to **\$14.25 (3 (6M) case(s) @ \$4.75)**. Payment will be made as soon as possible once verification is received that all displays have been shipped to retail.

PARTNERS 'BONUS' REPORTING DESCRIPTION

'SAL 98 .30/1 PK'

As always, thanks for your assistance in the marketing of our products.

Sincerely,

Judy

J. Campbell
Promotional Coordinator / 1610

/jc

cc: J. McLean
Enc. Retail Customer List

Note to RJR Manager:

Upon verification of shipment to retail, notify Judy (#1610) for payment distribution to account.

SAL-JUNE.DOC

51844 9133

JUNE DELIVERY
SALEM TEAR TAPE
MUTUAL WHOLESALE

PO #052698

<u>UPC Code</u>	<u>SALEM BRAND STYLE</u>	<u>#/ (6M) Cases @ .30¢ Off</u>
12300-24194	Full Flavor	<u>1</u>
12300-24195	Full Flavor 100	<u>0</u>
12300-24196	Light	<u>1</u>
12300-24197	Light 100	<u>1</u>

*****UTILIZE ANY RESIDUAL BRAND STYLE QUANTITIES FROM MAY PRODUCT
DISTRIBUTION TO MEET JUNE DISTRIBUTION AS NEEDED*****

Product / Premium Arrival: **May 26, 1998**
Ship Date to Retail: **Week of: June 8, 1998**
EFT \$ Amount: **\$930.51**

JUNE Drive Period 806 / Promotion #800438

PROMOTION DESCRIPTION:

**SHIP NUMBER OF CARTONS PER BRAND STYLE TO EACH RETAILER
AS INDICATED ON THE ATTACHED CUSTOMER LIST.**

**RETAILER WILL PLACE IN SALEM 40-PACK DISPLAY
WHICH WAS SHIPPED WITH APRIL PRODUCT DISTRIBUTION**

JUNE DELIVERY

51844 9134

BPEN5BB2

WORKPLAN VAP TEMPLATE LISTING

PAGE: 10

DATE: 98-04-01

TIME: 01:47 PM

WHOLESALE : 447000 MUTUAL WHOLESALE SERVICES INC. <DIRECT>
 TEMPLATE : 800438 80600 SAL 98 .30/1 NO
 SALES LEVEL : 16XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	M85 QTY	M100 QTY	LT M85 QTY	LT M100 QTY	TOTAL QTY	CHAIN-ID	SUPPLIER
162204	162231	251033	HESS #32432F	3808 VESTAL PKY E	VESTAL	NY	13850	2		3	2	7	0353-0304	
162204	162226	251044	HESS #32436	1153 VESTAL AVE	BINGHAMTON	NY	13903	2		3	1	6	0353-0204	
162204	162226	298484	FRONT STREET MOBIL	710 OLD FRONT ST	BINGHAMTON	NY	13905	1	1	1	1	4		
162204	162226	390900	DEBIS MONROE ST MKT	1801 MONROE ST	ENDICOTT	NY	13760			1	1	2		902544
162204	162226	519629	TRAVELPORT EXPRESS	735 UPPER COURT S	BINGHAMTON	NY	13904			2	1	3	3665-0000	
162204	162226	693725	GREAT BEND SUNOCO	RR 1 BOX 19	GREAT BEND	PA	16821	2	2	2	2	8	5405-0000	
162204	162226	753151	VINNY MART	266 CHENANGO ST #	BINGHAMTON	NY	13901	1	1	1	1	4		
162204	162226	762156	J&J STOP N SHOP	198 ROBINSON ST	BINGHAMTON	NY	13904			1		1	2890-0000	
162205	162231	171166	GREGGS BIG M #721	ROUTE 11	WHITNEY POI	NY	13862	1	1	3	1	6		
162205	162231	632693	S & D PETROLEUM	ROUTE 26	CINCINNATUS	NY	13040	1		1		2		
162205	162233	691489	E-Z MART #4	RT 12	GREENE	NY	13778	1	1	1	1	4		
162206	162233	171409	BARTLE PHARMACY	PO BOX 634	OXFORD	NY	13830	2	1	1	1	5		
162206	162233	171481	YE OLDE POLKE STORE	RR 4 BOX 235	NORWICH	NY	13815			1		1		
162210	162233	517247	ARKVILLE COUNTRY ST	ROUTE 28	ARKVILLE	NY	12406	2	1	2	1	6		
162210		658711	SAYDE'S COUNTRY STO	MAIN & LAKE STREE	FLEISCHMANN	NY	12430			1		1		
162210	162233	688210	STURGESS PHARMACY	52 MAIN STREET	UNADILLA	NY	13849	1	1		3	5		
162210	162233	727917	WALTON VARIETY	137 DELAWARE ST	WALTON	NY	13856	4	2	3	2	11		
162605		269533	JOHNS FINE FOODS	88 NORTH AVE	OWEGO	NY	13827	1	1	1	1	4		
162605	162231	269537	LANLERS GROCERY	1423 STATE ROUTE	OWEGO	NY	13827	1	1	5	1	8		

PAGE BREAK TOTAL ACCOUNTS 19 TOTAL QUANTITY 22 13 33 20 88

TEMPLATE TOTAL ACCOUNTS 19 TOTAL QUANTITY 22 13 33 20 88

51844 9135